



How To Properly Set Goals For The New Year/Decade!

3 STEPS TO ACHIEVE SUCCESS

It's that time of year **AGAIN!** Setting New Year's resolutions, making plans, setting goals, and usually for most people... see them fade away before spring. Very few people bother to set goals, and fewer follow through on the ones they do make. This short article is a specific working method to ensure that IF you set goals and follow through, you can produce incredible results like never before. There are two main reasons why people don't achieve what they truly want in life:

#1 They don't KNOW exactly what it is they want.

#2 They don't know HOW to get out of their own way to take action.

We have been conditioned to believe that the theory of S.M.A.R.T. goals work; i.e. SPECIFIC, MEASURABLE, ATTAINABLE, REALISTIC, and TIMED is how we intelligently achieve our goals. But if that were the case, then everyone would have everything they want. Correct? Of course, this is an important process, but what it lacks is the kind of person that we need to BE in order to achieve the goal. The answer to get whatever it is you want is simple: know what it is you truly want period! Clarity—The Power of Focus; discover the true reasons WHY you want it. Emotion—The Driving Force; develop the necessary skills to get out of your own way. Behavior—the Ability to ACT.

#1 CLARITY The Power of Focus

Here's the first question I pose to every one of my coaching clients; "If I were your travel agent, what would be the first question I'd ask you?" And of course they answer: "Where do you want to go?" Without a destination we would never arrive anywhere—no matter

Here's the first question I pose to everyone of my coaching clients; "If I were your travel agent, what would be the first question I'd ask you?" And of course they answer, "Where do you want to go?" Because without a destination we'd never arrive, no matter what vehicle we use.

what vehicle we use. The unconscious mind's primary objective is to focus on your dominant thoughts. What you focus on the inside, manifests on the outside. Fear, Lack, Self-Worth, Goals or Wealth, the unconscious mind does not care. Where attention goes, energy flows, results show! So, whatever you put up on the screen of your mind move towards it. If you focus on what's NOT working and lack of, you'll tend to get more of it. But if you focus on prosperity and what IS working, you tend to create more of it. Napoleon Hill, author of, "Think & Grow Rich" called this—a definiteness of purpose!

TASK: Let's figure out WHAT you really want. Start out small and build on your success. This helps build confidence and faith, which consistently drive us forward: MOTIVATION and PERSISTENCE! Write out one goal in one SHORT, CLEAR, CONCISE sentence, then break it down into an effective action

plan. The key is to primarily focus on your most important task first and then discipline yourself to concentrate single-mindedly on it until it is 100% complete! This is called 'chunking' breaking down each goal into small DO-ABLE tasks. This makes it easy and manageable to move through the list. If you're truly committed to achieving your goals... continue to do this for all ten of your most important goals. "How do you eat an Elephant... one bite-at-a-time!"

#2 EMOTION The Driving Force!

The one driving force of our behavior is EMOTION. It's what causes us to procrastinate or to ACT! How you FEEL about taking action determines whether or not you go after it. In NLP (Neuro-Linguistic Programming) we say, "You'll do more to avoid pain than gain pleasure." True? What will you do more for: To avoid the pain of rejection, ridicule or fear, or the pleasure of accomplishing your goal? For most people (at an unconscious level) they avoid pain at all costs, therefore they don't take the appropriate steps to get what they want. To counter this pain/pleasure principle, create several emotional reasons WHY you must achieve your goal. The more reasons WHY you have, the more emotional intensity (motivation) you'll have moving you forward. Next—TASK. If you are committed to do this, then give your unconscious mind some real juice. Write out 100 reasons WHY for each goal. Generally only serious-minded people do this! Imagine how much motivation you will have propelling you towards your goal if you have this much emotional intensity?

#3 BEHAVIOR The Ability To Act

One thing that has been overlooked in the past is making the very fine distinction between a "behavior" and a "thing." I ask my coaching clients and companies such as CSUN-Northridge University, Mary Kay Inc, Well Point, Xerox, RE/MAX Realtors, Multiple-Sclerosis Society, the Make-A-Wish Foundation, Teamsters Union, and after September 11th, the United States Army counter-intelligence team, to set their "goal" as a purposely-minded behavior that they want to do. Not an object outside of themselves—like having a gazillion dollars in the bank, or a Ferrari in the garage. These things are simply the "rewards" that you might receive for BEING & DOING certain behaviors. They

are not behaviors in themselves. So my question is: What behavior(s) do you need to HAVE and DO to obtain your goal(s)? TASK: What kind of behaviors or characteristics do you need to implement with yourself to achieve this goal? WHO do you need to become? Here's To Your Success, John James Santangelo PhD. ■

If you are serious about both setting and achieving your goals, and want to learn more about NLP, or sign up to work with me as your Results Coach, visit; www.LANLP.com. Contact information: 818-879-2000. Get the complete version of my Kindle ebook "Setting Goals" on Amazon <https://www.amazon.com/gp/product/B00901PY34/>

